



1 February 2019

Funds Under Management, Administration, Advice and Supervision for the three and six month periods to 31 December 2018

IOOF Holdings Ltd (ASX: IFL, OTC: IOOFY) has experienced an increase of over \$10.5 billion in funds under management, administration and advice (FUMA) for the second quarter of the 2019 financial year.

Bolstered by the successful transition of 661 advisers and \$17.3 billion of funds under advice from former ANZ aligned dealer groups, total FUMA at 31 December 2018 was \$137.8 billion. Partly offsetting this acquisition impact, equity market devaluations had an approximate \$7.5 billion impact over the course of the quarter.

Quarter to December 2018 net flows by segment were as follows;

- **Platform:** \$403 million net inflow (pcp: \$308 million net inflow).
- **Advice:** \$295 million net outflow (pcp: \$696 million net inflow).
- **Investment Management:** \$186 million net outflow (pcp \$109 million net outflow)

IOOF Acting CEO, Renato Mota, commented, “Strong platform flows in a competitive market shows that delivering value and superior service to clients will be rewarded. In addition to attracting flows into our proprietary platforms, distributing a range of third party platforms leverages the strengths of our partners while expanding our footprint.”

Advice net flows included approximately \$657 million of outflows from IOOF’s BT badges. IOOF’s Insignia Wrap range was launched in October 2018, replicating the BT Open offer, and grew to \$976 million of funds under advice as at 31 December 2018. In the month of December, net transfers out to other BT badges had slowed to \$66 million.

Mr Mota said, “Our ability to quickly launch an equally competitive offering clearly demonstrates IOOF’s ability to develop best of breed solutions for the benefit of clients – irrespective of provider. The growth in Insignia is evidence that advisers recognise IOOF’s advice-led service proposition. We continue to see significant growth in the uptake of advisers using Insignia in the new year.”

The revised estimated total revenue impact of launching new BT badges* is expected to be approximately \$8 million in FY19 (\$12 million FY20).

- ENDS -

* Assumes all clients benefiting by \$500 or more, and a significant majority of clients below that threshold, transition progressively to June 2019. The previous estimated total revenue impact was approximately \$7 million in FY19 (\$10 million FY20).

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Funds movement for the three month period ended 31 December 2018

| All amounts \$m | FUMAS 30-Sept-18 | FUMAS acquired/ (divested) | Net flow | Pension payments | Reclass | Market/Other ¹ | FUMA 31-Dec-18 |
|---|---------------------|----------------------------------|-------------|---------------------|--------------|---------------------------|-------------------|
| Portfolio & Estate Administration | 40,454 | - | 403 | (205) | 1,209 | (2,329) | 39,532 |
| Investment Management | 22,302 | - | (186) | - | - | (865) | 21,250 |
| Advice | 64,578 | - | (295) | (176) | - | (3,714) | 60,394 |
| Ex-ANZ wealth Aligned dealer groups | - | 17,256 ² | - | - | - | (592) ³ | 16,663 |
| Total FUMA | 127,334 | 17,256 | (77) | (381) | 1,209 | (7,500) | 137,840 |
| Supervision | 37,589 | (36,350) | | | (1,209) | | - |
| Total FUMAS | 164,923 | (19,095) | | | - | | 137,840 |

¹ Includes market movements, fees and internal transfers

² Ex-ANZ Wealth Aligned dealer groups FuAdvice as at 31 October 2018

³ Includes net flows, pension payments and market/other movements. Detailed information unavailable as at 31 January 2019



Funds movement for the six month period ended 31 December 2018

| All amounts \$m | FUMAS 30-Jun-18 | FUMAS acquired/ (divested) | Net flow | Pension payments | Reclass | Market/Other ¹ | FUMA 31-Dec-18 |
|-------------------------------------|--------------------|----------------------------------|-------------|---------------------|--------------|---------------------------|-------------------|
| Portfolio & Estate Administration | 39,759 | - | 688 | (415) | 1,209 | (1,709) | 39,532 |
| Investment Management | 22,029 | - | (320) | - | - | (459) | 21,250 |
| Advice | 64,145 | - | (176) | (358) | - | (3,217) | 60,394 |
| Ex-ANZ wealth Aligned dealer groups | - | 17,256 ² | | | - | (592) ³ | 16,663 |
| Total FUMA | 125,933 | 17,256 | 193 | (773) | 1,209 | (5,977) | 137,840 |
| Supervision | 35,746 | (36,350) | | | (1,209) | | - |
| Total FUMAS | 161,679 | (19,095) | | | - | | 137,840 |



Funds by Segment



About IOOF Holdings Ltd

IOOF has been helping Australians secure their financial future since 1846. During that time, we have grown substantially to become one of the largest groups in the financial services industry.

IOOF provides advisers and their clients with the following services:

- **Financial Advice** services via our extensive network of financial advisers and stockbrokers;
- **Portfolio & Estate Administration** for advisers, their clients and hundreds of employers in Australia;
- **Investment Management** products that are designed to suit any investor's needs; and
- **Trustee Services** including compensation trusts and estate planning.

Further information about IOOF can be found at www.ioof.com.au

